

Message Text

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ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 AID-05 CIAE-00 COME-00 FRB-01

INR-07 NSAE-00 RSC-01 TRSE-00 XMB-02 OPIC-03 SP-02

CIEP-01 LAB-04 SIL-01 OMB-01 DODE-00 PM-03 H-01 L-02

NSC-05 PA-01 PRS-01 SS-15 USIA-06 NIC-01 ARA-06 STR-01

CEA-01 /091 W

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R 032147Z JAN 75

FM AMEMBASSY OTTAWA

TO SECSTATE WASHDC 5319

C O N F I D E N T I A L OTTAWA 0016

E.O. 11652: GDS

TAGS: ETRD, ESTC, CU, CA

SUBJECT: CANADIAN-CUBAN TRADE: POSSIBLE IBM TYPEWRITER SALE

REF: OTTAWA 0006

1. ALTHOUGH SEVERAL EVENING PAPERS JANUARY 2 PICKED UP SAME GARBLED VERSION OF IBM CASE CARRIED BY CBC, JANUARY 3 GAZETTE AND GLOBE AND MAIL HEADLINE IBM'S DENIAL THAT PARENT COMPANY IS BLOCKING SALE OF TYPEWRITERS TO CUBA. PAPERS REPORT THAT IBM TORONTO ISSUED BRIEF STATEMENT THURSDAY AFTERNOON AS FOLLOWS: "CONTRARY TO WHAT HAS BEEN REPORTED IN THE TORONTO STAR TODAY, THE DISCUSSIONS WITH THE DEPARTMENT OF INDUSTRY, TRADE AND COMMERCE HAVE NOT BEEN BLOCKED BY ANY ACTION OF OUR PARENT COMPANY IN THE UNITED STATES. SINCE THESE DISCUSSIONS ARE STILL IN PROGRESS IT WOULD BE INAPPROPRIATE FOR US TO COMMENT ANY FURTHER AT THIS TIME."

2. GLOBE AND MAIL ARTICLE GOES ON TO QUOTE IT&C OFFICIALS TO EFFECT THAT CUBANS MADE APPROACH TO

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CANADIAN EMBASSY IN HAVANA, IT&C PASSED ON THE

MESSAGE, AND IT&C HAS BEEN ACTING AS GO-BETWEEN WITH IBM CANADA AND CUBA SINCE SEPTEMBER. IT&C OFFICIALS ARE ALSO QUOTED ALONG SAME LINES AS THEIR COMMENTS TO EMBASSY YESTERDAY (REFTEL) THAT TALKS ARE IN PRELIMINARY STAGES, THEY DON'T THINK THERE IS ANY ORDER YET, AND AMONG THE CONSIDERATIONS ARE SUCH THINGS AS WHETHER PATENTS WOULD BE RESPECTED AND HOW THE ELECTRIC TYPEWRITERS WOULD BE SERVICED.

3. IT&C WESTERN HEMISPHERE BUREAU DIRECTOR TAYLOR CONFIRMED TO EMBASSY THAT PRESS REPORTS ARE SUBSTANTIALLY ACCURATE BUT SAID IT&C IS NOT "GO-BETWEEN" IN SENSE OF INVOLVEMENT IN COMMERCIAL ASPECTS OF TRANSACTION. IT MERELY PASSED ON TRADE INQUIRY AND HAS BEEN ASSISTING IBM TO OBTAIN INFO ON PATENT QUESTION, ETC. ANY COMMERCIAL NEGOTIATIONS WILL BE DIRECTLY BETWEEN IBM AND CUBANS. TAYLOR SAID IBM SAYS IT HAS NOT YET CONTACTED CUBANS.

4. TAYLOR COMMENTED THAT IT&C MINISTER GILLESPIE WANTS "TO PUT AN END" TO PRESENT DISCUSSION THIS CASE WHICH IS SEEN IN DIFFERENT LIGHT THAN LITTON CASE. GILLESPIE INTENDS TO MEET PRESS THIS AFTERNOON IN PARLIAMENTARY PRESS GALLERY. HE DOES NOT INTEND TO ISSUE PREPARED STATEMENT BUT WILL RESPOND TO QUESTIONS.

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